



# Monterey County

**Item No.**

## Board Report

Board of Supervisors  
Chambers

168 W. Alisal St., 1st Floor  
Salinas, CA 93901

**Legistar File Number: A 21-444**

**August 24, 2021**

**Introduced:** 8/10/2021

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Director of Information Technology, or his designee, to execute an Agreement with Mainline Information Systems, incorporating the terms of Synnex Corporation's existing National Cooperative Purchasing Alliance "NCPA" Master Agreement No. 01-97, to purchase Information Technology products and business services, in the amount of \$1,000,000 for the term of August 15, 2021 through July 31, 2024; and
- b. Authorize the Director of Information Technology, or his designee, to execute order forms and such documents as are necessary to implement the agreement with Mainline Information Systems for the County's purchase of hardware, software, support, and cloud services on an as-needed basis and subscription renewals; and
- c. Accept non-standard contract provisions as recommended by the Director of Information Technology; and
- d. Authorize the Director of Information Technology to sign, subject to prior County Counsel review, two (2) additional future order forms and renewals, extending the term of the agreement for one (1) additional year per order form, provided any increases in cost do not exceed ten percent of the original contract amount (\$100,000 total maximum cost increase).

**RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Authorize the Director of Information Technology, or his designee, to execute an Agreement with Mainline Information Systems, incorporating the terms of Synnex Corporation's existing National Cooperative Purchasing Alliance "NCPA" Master Agreement No. 01-97, to purchase Information Technology products and business services, in the amount of \$1,000,000 for the term of August 15, 2021 through July 31, 2024; and
- b. Authorize the Director of Information Technology, or his designee, to execute order forms and such documents as are necessary to implement the agreement with Mainline Information Systems for the County's purchase of hardware, software, support, and cloud services on an as-needed basis and subscription renewals; and
- c. Accept non-standard contract provisions as recommended by the Director of Information Technology; and
- d. Authorize the Director of Information Technology to sign, subject to prior County Counsel review, two (2) additional future order forms and renewals, extending the term of the agreement for one (1) additional year per order form, provided any increases in cost do not exceed ten percent of the original contract amount (\$100,000 total maximum cost increase).

SUMMARY:

It is requested that the Board authorize the Director of Information Technology to sign order forms with Mainline Information Systems, a Synnex Corporation reseller, via the National Cooperative Purchasing Alliance (“NCPA”) Company for subscription renewals for recurring hardware and software maintenance, additional hardware, software, and cloud services, and purchase additional licenses on an “as needed” basis to accommodate growth in the County workforce.

The Information Technology Department recommends utilizing a master cooperative agreement entered into by Mainline Information Systems with Synnex to obtain discount pricing information technology product and services.

DISCUSSION:

Region 14 Education Service Center for Advanced Technology Solutions Aggregator on behalf of itself and other government agencies was the lead agency issuing RFP #18-19, to establish a national cooperative contract for information technology solutions and services in partnership with the National Cooperative Purchasing Alliance.

The National Cooperative Purchasing Alliance assists public agencies to increase their efficiency and reduce their costs when procuring goods and services. This is accomplished by awarding competitively solicited contracts that are leveraged nationally by combining the volumes and purchasing power of entities nationwide.

NCPA selected specified companies, including Synnex Corporation to provide technology goods and services on favorable terms and prices through the NCPA Master Agreement.

This master agreement allows government agencies to purchase on an ‘as-needed’ basis from a competitively awarded contract. NCPA Contract #0197 covers all vendor product lines available at Synnex at a discounted rate. Mainline Information Systems is an authorized reseller that has agreed to sell Synnex products to the County on these favorable terms, which include up to a 4.0% discount from the manufacturer’s suggested retail price.

This initial purchase will include support renewals for storage fiber switches and backup and storage hardware utilized by every department in the County to design and deliver informative and exceptional digital experiences to County residents and visitors, as well as internal customers and business partners.

The NCPA Master Agreement, which will govern the County’s purchase of Synnex products through Mainline, contains terms which are non-standard to the County but which are common in the information technology industry. The Director of Information Technology recommends Board approval to procure advance technology products and services at discounted rates.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the National IPA Master Agreement and does not approve the following non-standard terms: non-standard cure of breach terms; force majeure provisions; non-standard insurance and indemnification terms; and non-standard warranty and acceptance terms. The CAO Budget and Analysis Division was not provided adequate time to fully review for potential

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fiscal, organizational, policy, or other implications to the County of Monterey.

FINANCING:

The funds for required for ITD FY 2021-22 products and services have been included in the submitted ITD FY 2021-22 budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002. All future year costs will be included in the submitted budget for each of the respective fiscal years.

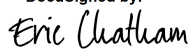
BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Board's approval of the recommended agreement will allow staff that are currently using Adobe software products to renew their subscriptions.

- X Economic Development
- X Administration
- X Health & Human Services
- X Infrastructure
- X Public Safety

Prepared by: Sandra Shaffer, Management Analyst III, 759-6957

Approved by:

DocuSigned by:  
  
Date: 8/19/2021 | 9:34 AM PDT  
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Eric A. Chatham, Director of Information Technology, 759-6920

Attachments:

- Synnex Award Letter
- Synnex NCPA Contract #0197
- Synnex Services Price List
- Authorized Reseller List
- Q-1 Media Servers DAS Refresh Proposal
- Q-2 HostRefresh\_ESXi Host Refresh Proposal
- Q-3 Lenovo MA
- Q-4 12M IBM MA Renewal Proposal

Attachments on file with the Clerk of the Board